

10 March 1983

MEMORANDUM FOR THE RECORD

FROM:

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Chief, Word Processing Branch, ED/P/ODP

SUBJECT: Meeting with the Director of Data Processing and Wang
Programming and Marketing Managers on 9 March 1983

1. A meeting was held on 9 March 1983 with the Director of Data Processing, the Chief of the Word Processing Branch, and several Wang managers to discuss the agenda for the planned trip to Wang Labs in Lowell, Massachusetts, in April. Key Agency executives identified to visit Lowell included the following: Director, ODP/DDA; Director, OC/DDA; Deputy Director, CPAS/DDI; and Chief, IMS/DDO. Key Wang executives to be present at the meeting include Dr. An Wang (Chairman of the Board); Fred Wang (Vice-President, Research and Development); John Cunningham (President, Wang Labs); Robert Doretti (Vice-President, U.S. Operations); and Gene Schogoll (Chief, Federal Systems Division).
2. The Wang managers at the meeting felt that Agency personnel should brief Wang management at Lowell on the way the Agency does business with private industry and the commitment that is expected from Wang for future development efforts. Security issues that are of concern to the Agency should also be addressed during the visit. This would probably require that a generalized unclassified presentation and a more detailed classified presentation be given.
3. The Director of Data Processing felt that a formal slide presentation should be prepared for the visit. This should include the Agency and Intelligence Community organization and functions, and the Agency components that have decision-making roles in procuring word processing equipment. The special problems that occur for the Wang Systems installed overseas should also be addressed. Wang issues for Headquarters installations, such as the Wang/VM interface development, various systems architectures, and the role of PC's should also be discussed. Other topics to be addressed include more compact packaging of the Wang Alliance System and TEMPEST integrity.

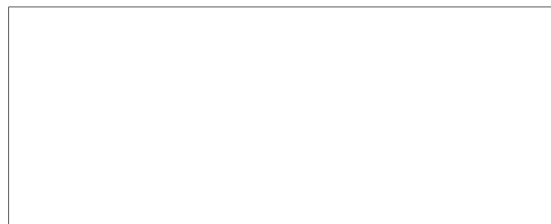
D/ODP Files:

① LIAISON/Asst to Priv Industry/WANG

1 - EQUIPMENT/~~ADB\$Wang~~ Word Processing/WANG

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4. The Director of Data Processing suggested that Wang familiarize Agency executives with Wang corporate strategies during the visit. It was agreed that the Agency would prepare a list of questions before the visit for the Wang executives to discuss.



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